

# The JOHN MAXWELL Team

## THE MAXWELL PHILOSOPHY

***“A leader is the one who climbs the tallest tree, surveys the entire situation, and yells ‘Wrong Jungle’!”***

**LAW #17 – The Law of \_\_\_\_\_.**

### **Learning the Law of Priorities:**

**Leaders understand that activity is not necessarily accomplishment**

This law determines our effectiveness.

### **Living the Law of Priorities:**

This law is the lever that instead of focusing on getting \_\_\_\_\_ done, a great leader gets the \_\_\_\_\_ done!

***Today I will get the RIGHT things done!***

### **Leading others to the Law of Priorities:**

- i. What's \_\_\_\_\_?
- ii. What must I do that nobody can or should for me?
1. What gives me the greatest \_\_\_\_\_?
- iii. What am I doing that can be done at least 80% as well as someone else?

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2. Just because I can doesn't mean I should.

iv. What can I do that can be doubled or triple purposed?

This is a leverage question.

3. What brings the greatest \_\_\_\_\_?

4. As the leader, it is a terrific \_\_\_\_\_ to be in a place to

\_\_\_\_\_.

*There are many things that catch my eye but only a few things that catch my heart.*